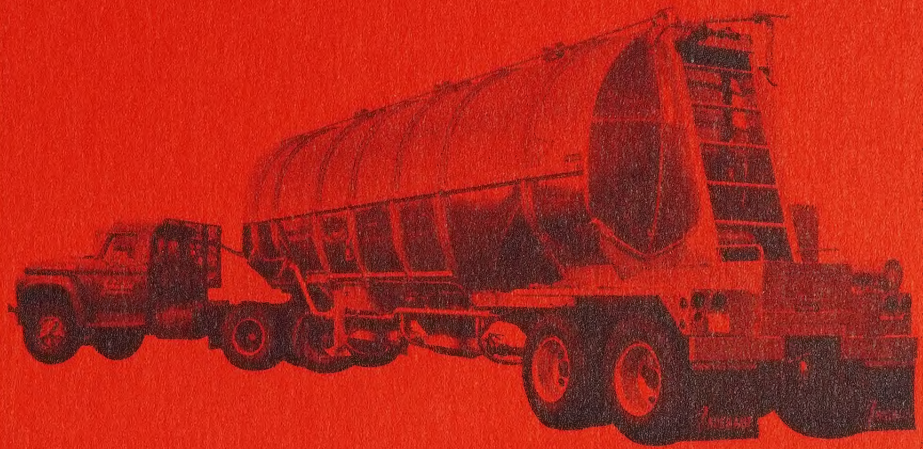


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**Johnston**

**TERMINALS  
& STORAGE LTD.**



**ANNUAL REPORT 1968**







## **New Air Freight Consolidation Nationwide**

Johnston Terminals have expanded their Air Freight Consolidation Service to include the Atlantic Provinces, now making the service completely nationwide. With the need to centralize, the headquarters are being moved from Vancouver to Montreal.

Air freight consolidation, particularly for smaller shipments, enables Canadian companies to have their shipments handled by experienced personnel at substantially lower rates.

## **New Container Service Between Europe and Inland Points in Western Canada**

Among the cargo off-loading from the Johnson Line freighter *California* at Ballantyne Pier are the first units of the Johnson Line new container service between Europe and Western Canada which are destined for inland delivery.

These particular 20'x8'x8' steel containers are loaded with pottery and rubber hose bound for Calgary, from London, England.

Two containers were off-loaded on to Johnston Terminals highway trailers for direct road-hauling to Calgary. They are the forerunners of a combination container vessel service between Europe and North America which goes into operation later this year.

These new container freighters will have one hold, with its own crane, to carry 150 containers. Other holds will carry general cargo.

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Illustrated on cover is Johnston Terminals' latest innovation in distribution units—a new bulk flour transporter—contains its own built-in cooling system to keep flour at a level temperature. It is capable of unloading 1,000 lbs. of flour per minute, using discharge equipment which is built-in to the trailer unit. The unit will transport flour from railroad cars at Johnston Terminals yards in Vancouver to bulk storage facilities at local bakeries in Vancouver and the Fraser Valley.

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# Johnston Terminals & Storage Ltd.

## Directors and Officers

### DIRECTORS

#### JOHN D. BEATY

*Manager, Business Planning and Development, Crown Zellerbach Building Materials Ltd.*

#### R. MURRAY BRINK, O.B.E.

*Chairman and President of the company.*

*President, Elk Creek Waterworks Co. Ltd., Murzo Holdings Ltd.*

*Director, Allied Van Lines Ltd., Trans Mountain Oil Pipe Line Co., Evergreen Holdings Ltd.*

#### ARNOLD B. CLIFF

*President, Westcorp Industries Ltd., Morrison Steel & Wire Co. Ltd.*

#### HAROLD H. DINGLE

*Retired Director, Wood, Gundy Securities Limited.*

#### GERALD H. D. HOBBS

*Chairman, Western Canada Steel Limited.*

*Vice-President at Vancouver, Cominco Ltd.*

*Director, Royal General Insurance Co. of Canada, Vancouver; White Pass & Yukon Corporation Limited; RoyFund Ltd., Montreal; Montreal Trust Company.*

#### ROLAND B. MANRELL

*Vice-President Operations of the company.*

#### JAMES N. METHVEN

*Vice-President and General Manager of the company.*

#### JAMES PRICE, C.A., F.C.I.S.

*Vice-President Finance and Secretary of the company.*

#### DOUGLAS C. STINSON

*Vice-President, Stauffer Chemical Company of Canada Ltd.*

All Directors are resident in  
Vancouver, British Columbia

### OFFICERS

#### R. MURRAY BRINK, O.B.E.

*Chairman and President*

#### ROLAND B. MANRELL

*Vice-President Operations*

#### JAMES N. METHVEN

*Vice-President and General Manager*

#### JAMES PRICE, C.A., F.C.I.S.

*Vice-President Finance and Secretary*

#### RONALD H. GRANHOLM, C.A.

*Treasurer*

#### GEORGE A. TARLING, C.A.

*Assistant Secretary*

### TRANSFER AGENTS

#### MONTREAL TRUST COMPANY

Vancouver, B.C.

### BANKERS

#### THE ROYAL BANK OF CANADA

### AUDITORS

#### DELOITTE, PLENDER, HASKINS & SELLS

*Chartered Accountants*

Vancouver, B.C.

### SOLICITORS

#### FARRIS, FARRIS, VAUGHAN, WILLS & MURPHY

Vancouver, B.C.

### HEAD OFFICE

2020 YUKON STREET, VANCOUVER, B.C.

P.O. BOX 5300, VANCOUVER 3, B.C.

Telephone: 874-7371

## Locations

Vancouver, New Westminster, Powell River, Ocean Falls, Victoria, Nanaimo, Campbell River, Courtenay, Port Alberni, Calgary, Edmonton, Winnipeg, Toronto, Montreal.

## Financial Highlights

	1968	1967
REVENUE.....	\$18,418,031	\$17,583,144
INCOME TAXES—current.....	\$ 337,850	\$ 9,500
—deferred.....	\$ 36,000	\$ 127,000
NET INCOME—total.....	\$ 427,784	\$ 158,906
—percentage to revenue.....	2.33%	.93%
COMMON SHARE—earnings.....	\$ .76	\$ .23
—book value.....	\$ 7.55	\$ 6.99
DIVIDENDS—first preferred.....	\$ .60	\$ .60
—second preferred.....	\$ .50	\$ .50
—common.....	\$ .20	\$ .20
EMPLOYEES—wages, salaries and benefits.....	\$10,983,741	\$10,612,341
—number at end of year.....	1448	1,441
CAPITAL EXPENDITURES.....	\$ 639,237	\$ 1,286,565
DEPRECIATION.....	\$ 986,827	\$ 946,108
TAXES—income, property and other.....	\$ 875,270	\$ 611,715
WORKING CAPITAL at end of year.....	\$ 974,861	\$ 776,627

## Annual Meeting

The Annual Meeting of Shareholders will be held at the head office of the Company, 2020 Yukon St., Vancouver, on Thursday, the 3rd day of April, 1969, at 10 a.m.



## To Our Shareowners and for the Information of Our Customers and Employees

The year 1968 was an improved year for Johnstons. Revenues were higher and net income improved substantially over the previous year. It was the decision of management that the year was one for consolidation and improvement in our operations. Financially, this was accomplished but considerable work is yet to be done in some of our operating areas.

Business activities generally were slow in the first few months with the pace picking up in the May to November period.

The household division obtained a number of large office moves which helped the results for the year. More business was generated because of the favourable publicity resulting from large and complicated jobs, carried out in an efficient and co-operative manner. The activities were at a record level in 1968 and the forward order position of the division is good. As an example of the growth of the company over the past few years it is interesting to realize that this division has increased the number of dollies in inventory ten times over that of five years ago.

The demolition division was active during the year making bids on a large number of projects. Presently there are a number of bids out on demolition projects which if successful will keep the division active for a good portion of the year and set it on a path that could lead to it being a good profit maker for the company. The division has jobs throughout B.C. and with development in Vancouver downtown area and other projects, an active year is expected. The Cambie wharf division is also currently involved in a number of interesting projects which indicate an active year ahead.

Air freight forwarding operations of the company

have been growing at a satisfactory rate and further increases are expected. The Montreal and Toronto operations have been moved to new terminal facilities to permit handling of larger volumes.

Johnstons are actively engaged in the new field of container shipping from Europe and the Orient. Full container shipments prepacked at point of origin are off-loaded in Vancouver from ship to truck and delivered directly to consignee. This fast developing service creates a new field of expansion for Johnstons.

The company for a number of years has been making increasing use of EDP (electronic data processing) in its inventory control, billing and shipping processes. As a result the company has established a pool of well qualified and experienced personnel and with some surplus computer time, the company is in a position to offer limited computer services to other companies on a fee basis. This is now being done and while this is not expected to make a large profit it does demonstrate the caliber of the staff in this department.

### FINANCIAL

Revenue, operating income and net income for the year ended December 31, 1968, as presented on the accompanying financial statements, each showed a satisfactory improvement over the previous year.

Revenue for the year was \$18,418,000, up 4.7 over the 1967 results, and operating income was \$683,000, up considerably over the \$267,000 in 1967. Net income for the year was \$428,000 or 76¢ per share compared with \$159,000 or 23¢ per share in the previous year. Gain on sale of assets increased \$90,000



in 1968 to \$118,000, but at the same time income taxes, current and deferred, increased from \$136,000 to \$373,000.

Depreciation charged to operations for the year 1968 was \$987,000, compared with \$946,000 in 1967. Capital cost allowances for the year were greater than the depreciation, which explains the further amount of \$36,000 in deferred income taxes.

The year 1968 was a year of reduction in our long term debt and an increase in our working capital. The year was also a period of consolidation and considerable improvement in our financial position.

As is apparent from the financial statements the company enters the current fiscal year with the strongest financial position in its history. The company has increased its revolving line of credit for equipment purchases. Not only has the total amount available to the company been increased but the percentage of the purchase price that can be financed has been increased to a more realistic level. Other lines of credit have also been increased under favourable conditions.

#### **LABOUR AGREEMENT**

A new labour agreement was completed recently and will provide for wage and other benefits to employees which will increase costs by about 50¢ per man per hour in 1969 and by the same amount, approximately 50¢ per hour, in 1970. These increases will require further tariff rate increases in an effort to bring the company into a position of making a reasonable return on services. The linehaul operations of the company continue to be an unprofitable division. Johnstons and the trucking industry have been

working hard with the Public Utilities Commission over the past year to bring about a better understanding of the problems as they exist in this labour intense industry.

#### **DIRECTORS**

With deep regret, the Directors record the death on May 10, 1968, of Mr. W. Russell Beaty, retired officer and director of the company for many years.

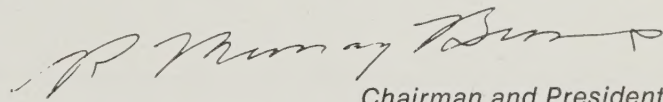
Mr. Douglas M. Brown, senior vice-president and director and associated with the company for 43 years, retired during this period. He made a very significant contribution to the growth of the company over the years and his experience and advice will be missed in the day to day operations.

#### **FUTURE**

The company presently has a strong financial position, a two year labour contract, and a forward order position giving us a substantial amount of business in the more profitable divisions of the company. It is a good starting position for the year and if the present favourable economic conditions prevail for the full year, 1969 should produce new levels of activities for us.

#### **PERSONNEL**

The Board of Directors and management thank all the employees for their efforts in 1968 and look forward to their continued co-operation to make the year 1969 a successful one.



*Chairman and President*



Johnston Terminals & Storage Ltd.

Notes to Consolidated Financial Statements

December 31, 1968

1. PRINCIPLES OF CONSOLIDATION:

The consolidated financial statements include the accounts of all subsidiary companies. All material inter-company balances have been eliminated in consolidation.

2. PROPERTY, PLANT AND EQUIPMENT:

	Gross	Accumulated Depreciation	Net
Buildings, wharves and leaseholds	\$ 3,548,151	\$1,827,291	\$1,720,860
Automotive equipment—at cost	8,047,261	4,596,253	3,451,008
Other equipment—at cost	725,857	521,959	203,898
	12,321,269	6,945,503	5,375,766
Land	1,031,940	—	1,031,940
	<u>\$13,353,209</u>	<u>\$6,945,503</u>	<u>\$6,407,706</u>

Land, buildings, wharves and leaseholds are valued at appraisal values as at May 21, 1953, as reported by Universal Appraisal Company with subsequent additions at cost.

It is the company's practice to provide depreciation on a diminishing balance method at rates equivalent to the maximum allowed under the income tax regulations with the exception of automotive equipment purchased subsequent to 1963, which is depreciated on a straight-line basis at rates calculated to absorb the cost of the equipment during the normal economic life.

3. LONG-TERM DEBT:

8¼% bank loan, requiring monthly payments—maturing 1973	\$ 516,907
6%-7% equipment notes, payable in monthly instalments to 1973	1,772,191
7% mortgages, payable in monthly instalments—maturing 1979	985,909
	3,275,007
Less current portion included in current liabilities	867,913
	<u>\$2,407,094</u>

The bank loan and equipment notes are secured on certain automotive equipment.

Mortgage loans are secured on the head office and main terminal properties in Vancouver and terminal properties on Vancouver Island.

4. SHARE CAPITAL:

Authorized:	
90,000 6% cumulative first preferred shares of \$10 par value, redeemable at \$10.50 per share	
75,000 5% cumulative second preferred shares of \$10 par value, redeemable at par	
1,000,000 common shares without nominal or par value	

First preferred shares—20% of income otherwise available for dividends on common shares is required to be used for the redemption of these shares. During the year 1,000 first preferred shares were redeemed.

5. RETAINED EARNINGS:

In accordance with Section 63 of the Companies Act, British Columbia, retained earnings in the amount of \$508,859 arising from the redemption of first preferred shares have been designated as appropriated.

6. PENSION PLANS:

Under the terms of union contracts, the company is required to contribute to a pension fund for the benefit of employees whose working conditions are bargained collectively. Cost of this plan aggregated \$108,863 in 1968.

The company also has a contributory pension plan covering substantially all of its non-union employees. The plan is funded by company and employee contributions to a trust administered by a Trust Company. Contributions by the company charged to operations in 1968 amounted to \$106,500.

7. STATUTORY INFORMATION:

The total remuneration received as a director, officer or employee of the company by those who were directors of the company during the year ended December 31, 1968 was \$141,059 (1967—\$135,836).

8. RECLASSIFICATION OF COMPARATIVE FIGURES:

Certain of the 1967 balances have been reclassified to conform with the classifications used in 1968.

Johnston Terminals & Storage Ltd.

Consolidated Statement of Financial Position

As at December 31, 1968

(with 1967 figures for comparison)

CURRENT ASSETS:

Cash	\$ 954,744	\$ 412,384
Accounts receivable	3,380,261	3,053,789
Inventories at lower of cost or replacement cost	41,644	48,552
Prepaid expenses	67,989	75,457
	<u>4,444,638</u>	<u>3,590,182</u>

CURRENT LIABILITIES:

Accounts payable and accruals	2,346,540	1,935,624
Income taxes payable	255,324	—
Current portion of long-term debt (Note 3)	867,913	877,931
	<u>3,469,777</u>	<u>2,813,555</u>

WORKING CAPITAL

974,861 776,627

OTHER ASSETS:

Property, plant and equipment (Note 2)	6,407,706	6,841,152
Operating rights—at cost, less \$138,952 amortized prior to 1966	332,947	378,947
	<u>7,715,514</u>	<u>7,996,726</u>

Deduct:

OTHER LIABILITIES:

Long-term debt (Note 3)	2,407,094	2,997,640
Deferred income taxes	693,000	657,000
	<u>3,100,094</u>	<u>3,654,640</u>

EXCESS OF ASSETS OVER LIABILITIES

\$4,615,420 \$4,342,086

SHAREHOLDERS' EQUITY:

Share capital (Note 4):		
Issued and fully paid:		
31,665 First preferred shares (1967—32,665)	316,650	326,650
47,210 Second preferred shares	472,100	472,100
507,039 Common shares	1,084,285	1,084,285
	<u>1,873,035</u>	<u>1,883,035</u>
Retained earnings (Note 5)	1,874,557	1,591,223
Appraisal increment on property (Note 2)	867,828	867,828

Approved by the Board:

R. M. BRINK, Director  
JAMES PRICE, Director

Total shareholders' equity \$4,615,420 \$4,342,086

The accompanying notes are an integral part of the financial statements



# Johnston Terminals & Storage Ltd.

## Consolidated Statement of Income and Retained Earnings

For the Year Ended December 31, 1968

(with 1967 figures for comparison)

	1968	1967
REVENUE	\$18,418,031	\$17,583,144
EXPENSES:		
Wages and salaries	10,983,741	10,612,341
Repair parts, tires, gas and oil	1,053,876	1,036,575
Leased equipment and highway	1,444,022	1,446,945
Services and supplies	887,021	843,336
Depreciation	986,827	946,108
Rent, utilities and property maintenance	718,627	663,825
Licences, taxes and insurance	668,394	666,328
Interest	202,431	272,242
Other	789,948	828,581
	<u>17,734,887</u>	<u>17,316,281</u>
INCOME FROM OPERATIONS	683,144	266,863
GAIN ON SALE OF PROPERTY AND EQUIPMENT	118,490	28,543
INCOME BEFORE INCOME TAXES	801,634	295,406
INCOME TAXES—current	337,850	9,500
—deferred	36,000	127,000
	<u>373,850</u>	<u>136,500</u>
NET INCOME FOR THE YEAR	427,784	158,906
RETAINED EARNINGS AT BEGINNING OF YEAR	1,591,223	1,571,840
	2,019,007	1,730,746
DEDUCT DIVIDENDS	144,450	139,523
RETAINED EARNINGS AT END OF YEAR	<u>\$ 1,874,557</u>	<u>\$ 1,591,223</u>

The accompanying notes are an integral part of the financial statements

# Johnston Terminals & Storage Ltd.

## Consolidated Statement of Source and Application of Funds

For the Year Ended December 31, 1968

(with 1967 figures for comparison)

	1968	1967
WORKING CAPITAL AT BEGINNING OF YEAR	\$ 776,627	\$ 584,471
FUNDS PROVIDED:		
Net income for the year	427,784	158,906
Deferred income taxes	36,000	127,000
Depreciation	986,827	946,108
Funds provided from operations	1,450,611	1,232,014
Sale of property and equipment—net	85,855	17,183
Issue of common shares	—	507,508
Total funds provided	<u>1,536,466</u>	<u>1,756,705</u>
	<u>2,313,093</u>	<u>2,341,176</u>
FUNDS APPLIED:		
Additions to property, plant and equipment:		
Land	61,594	14,775
Buildings, wharves and leaseholds	57,694	153,452
Automotive equipment	445,741	1,029,542
Other equipment	74,208	88,796
	<u>639,237</u>	<u>1,286,565</u>
First preferred shares redeemed	10,000	113,680
Dividends	144,450	139,523
Reduction of long-term debt—net	544,545	24,781
Total funds applied	<u>1,338,232</u>	<u>1,564,549</u>
WORKING CAPITAL AT END OF YEAR	<u>\$ 974,861</u>	<u>\$ 776,627</u>

The accompanying notes are an integral part of the financial statements

## Auditors' Report to the Shareholders

We have examined the consolidated statement of financial position of Johnston Terminals & Storage Ltd. and subsidiary companies as at December 31, 1968 and the consolidated statements of income and retained earnings, and of source and application of funds for the year then ended. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances.

In our opinion these consolidated financial statements present fairly the financial position of the companies as at December 31, 1968 and the results of their operations and the source and application of their funds for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

*Deloitte, Pender, Ashkin & Sells*

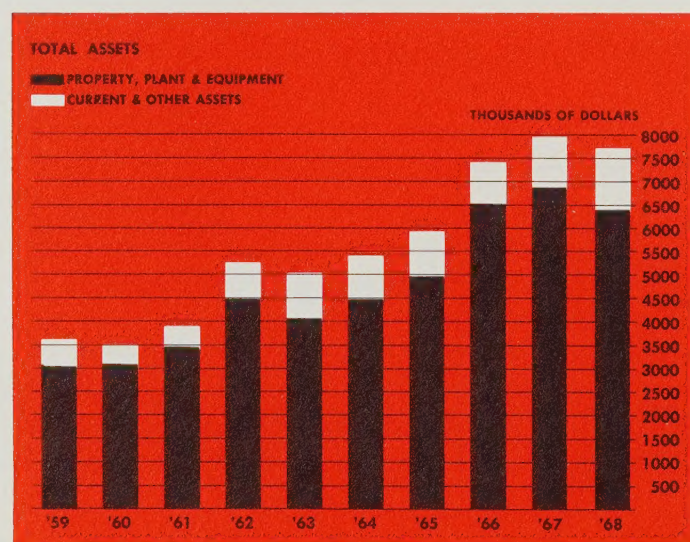
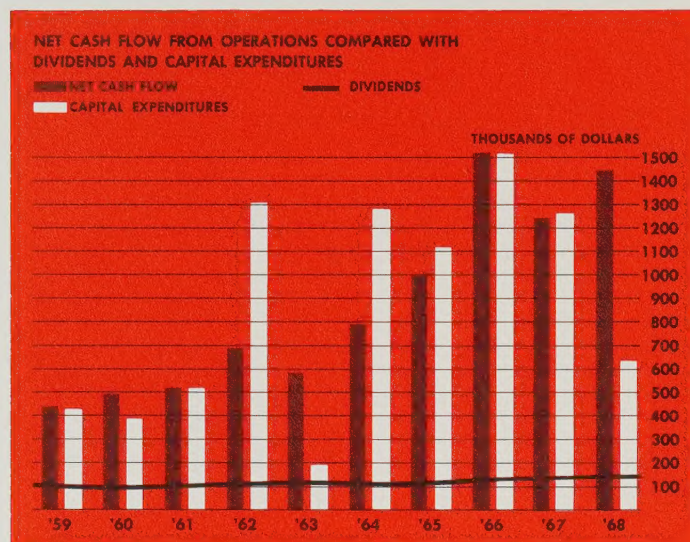
Chartered Accountants

Vancouver, B.C.  
January 31, 1969.



# Johnston Terminals & Storage Ltd.

## Ten-Year Record



### OPERATIONS

Revenue	\$18,418,031	\$17,583,144
Income before depreciation and income taxes	1,788,461	1,241,514
Depreciation	986,827	946,100
Income taxes	373,850	136,500
Net income	427,784	158,900
Distribution of net income:		
Dividends—		
first preferred	19,438	22,960
second preferred	23,605	23,605
common	101,407	92,950
Redemption of preferred shares	76,948	22,460
Retained in business	206,386	(3,085)

### FINANCIAL

Working capital	974,861	776,627
Property, plant and equipment (net)	6,407,706	6,841,152
Total assets	7,715,514	7,996,720
Long term debt	2,407,094	2,997,640
Shareholders' equity	4,615,420	4,342,080
Number of common shares outstanding	507,039	507,039
Per share—earnings	.76	.23
dividends paid	.20	.20
book value	7.55	6.99
Number of first preferred shares outstanding	31,665	32,665
Number of second preferred shares outstanding	47,210	47,210
Per share—Dividends paid		
first preferred	.60	.60
second preferred	.50	.50

### EMPLOYEES

Number of employees at year end	1,448	1,448
Total payroll and benefits	10,983,741	10,612,340
Investment per employee	5,328	5,540

Figures are adjusted to reflect 3 for 1 stock split June 1966



1966	1965	1964	1963	1962	1961	1960	1959
15,774,609	\$12,433,574	\$11,003,421	\$10,637,043	\$8,759,503	\$5,914,957	\$5,279,394	\$4,907,253
1,722,052	1,100,093	913,138	647,540	759,742	669,397	646,126	600,502
704,093	521,001	538,272	557,840	522,229	316,547	271,588	265,692
490,000	260,000	190,000	58,000	70,000	140,000	165,000	160,000
527,959	319,092	184,866	31,700	167,513	212,850	209,538	174,810
28,052	29,818	30,770	31,644	35,120	36,107	36,936	38,527
23,605	23,605	23,605	23,605	21,355	20,605	20,605	20,605
77,464	59,010	51,684	51,156	49,186	47,752	45,172	45,152
94,745	53,228	26,100	—	22,200	31,227	30,400	23,135
304,093	153,431	52,707	(74,705)	39,652	77,159	76,425	47,391
584,471	\$ 857,671	\$ 804,964	\$ 575,190	\$346,120	\$ 197,953	\$ 302,387	\$ 462,884
6,517,827	4,902,413	4,376,750	4,070,465	4,485,926	3,442,738	3,083,103	3,004,420
7,481,245	5,968,512	5,424,880	5,023,559	5,261,394	3,803,254	3,565,490	3,614,104
3,022,370	2,221,702	1,983,631	1,716,745	1,970,785	577,108	410,500	521,500
3,928,875	3,496,810	3,351,249	3,306,814	3,290,609	3,226,146	3,152,221	3,083,352
422,532	393,537	388,287	386,892	375,012	362,787	338,787	338,637
1.12	.68	.33	—	.30	.43	.45	.34
.18	.15	.13	.13	.13	.13	.13	.13
7.14	6.45	6.11	5.99	6.03	6.11	6.29	6.03
44,033	48,668	50,747	51,600	55,640	59,765	60,925	62,805
47,210	47,210	47,210	47,210	47,210	41,210	41,210	41,210
.60	.60	.60	.60	.60	.60	.60	.60
.50	.50	.50	.50	.50	.50	.50	.50
1,424	1,222	1,125	1,124	1,207	664	636	667
8,831,125	7,301,987	6,458,821	6,216,835	5,115,529	3,664,392	3,266,862	3,056,080
5,253	\$ 4,884	\$ 4,822	\$ 4,469	\$ 4,359	\$ 5,727	\$ 5,606	\$ 5,418



## Junior Containers Expedite Move to 27-Floor High Rise



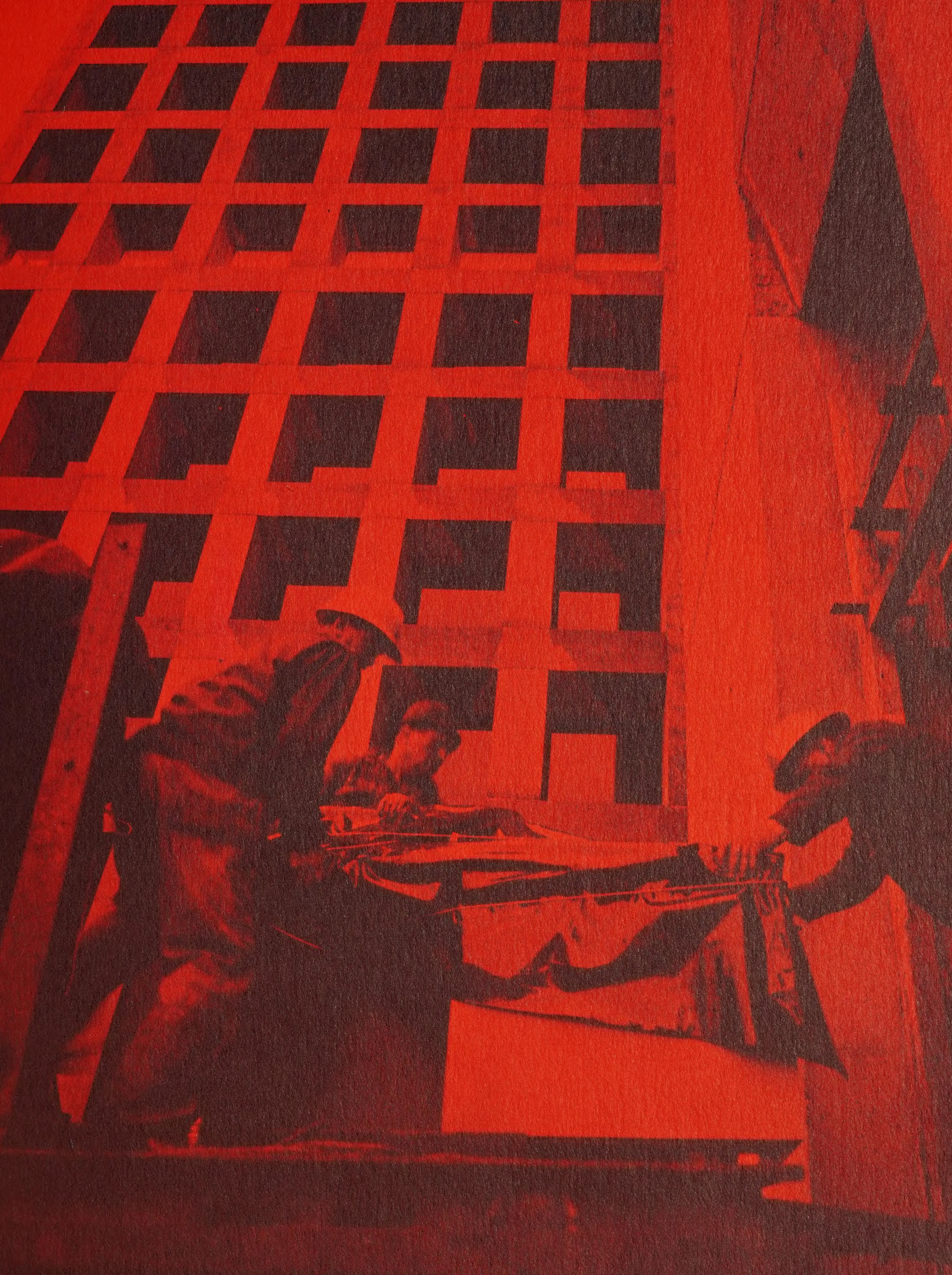
Johnston's recently added to their knowledge of the art of furniture removal when MacMillan Bloedel Ltd. (Canada's largest forest products producer) engaged us to move their nine city-wide locations in Vancouver into one building. MB had been planning the move for two years.

The move into MB's new \$14 million 27-floor twin tower high rise in the heart of downtown Vancouver, B.C., was scheduled to take three weekends. The first move in mid-October placed the heavy equipment of the EDP centre in the new building, ready to handle the heavy month-end accounting job. November 22 saw the major phase of the move, involving some 500 of MB's personnel, completed. At the new location each worker re-stocked his or her new desk, and filed material from carefully marked cartons.

In a job involving 900 employees and 14,000 cartons of material, containers presented a problem. Even Johnston's don't have that many suitable cartons on hand. MB had the answer — "You give our MB Packaging Division an order for 500 cartons and our designers and packaging engineers will provide you with an 'Office Pack' carton better than any you now have." They did. The new collapsible, re-usable cartons were used for the November 22 move and returned for the final move on November 29.

Careful scheduling, by MB and our Johnston men, coded, packaged, and moved the 14,000 cartons of material on time. An excellent example of detailed co-ordination between client and mover.







# SERVICES

## HEAVY HAULING AND INDUSTRIAL MOVING

Johnston Terminals is equipped and licensed to road haul any load, any time, anywhere in British Columbia. The fleet of heavy-duty vehicles contains specialized equipment that has no match in B.C.; for example, a 200-ton capacity, drop-centre, lowbed trailer equipped with rear steering . . . or for handling extra-long, extra-heavy loads, we have four 175-ton steering dollies.

## COASTAL AND DEEP SEA SHIPPING FACILITIES

Johnston's operate extensive wharf facilities at an all-tide dock in False Creek, Vancouver, where thousands of tons of inbound and outbound freight from barges, scows and coastal freighters are handled.

The company also acts as wharfinger for deep sea docks at Fraser-Surrey and manages dock facilities at Oceans Falls, Powell River and Vananda.

## GENERAL CARTAGE

Fast local pick-up and delivery services are provided for customers in the Greater Vancouver area and Vancouver Island centres by a radio-controlled fleet of trucks. Scheduled express runs are made between Vancouver and metro areas. An expedited delivery service from all Vancouver docks is also maintained.

## TRUCK CONTRACTING AND LEASING

Contract trucking relieves the client of the need to invest capital in buying and maintaining his own fleet, and enables him to concentrate his finances and efforts on production and sales. Any number of vehicles (including specialized vehicles) may be leased on long or short term basis.

## POOL CAR CONSOLIDATION AND DISTRIBUTION

This division makes a daily collection of freight from Vancouver industry, consolidates and forwards by pool car to Prairie, Eastern and Northern B.C. centres.

The same procedure is carried out in Winnipeg for freight shipments West. The division also receives inbound rail freight; sorts, stores or delivers daily to customers.

## MERCHANDISE WAREHOUSING SERVICES

Johnston Terminals maintain 18 warehouses with a total floor area of over 1,000,000 square feet. These warehouses are located in Vancouver, Victoria, New Westminster, Calgary, Edmonton and Winnipeg, and are equipped to handle, store and distribute almost every form of merchandise. Special facilities are provided for fur storage, fumigation, controlled atmosphere storage, and the breakdown and packaging of bulk-imported foodstuffs and other products.

## HOUSEHOLD AND OFFICE MOVING AND STORAGE

This division packs, moves and stores household furniture and effects on a local, national and world-wide basis. It also carries out large scale, pre-planned office removals. Other services of this division include personnel transfer and business record storage.

## AIR FREIGHT FORWARDING

Johnston's air freight consolidation service permits shippers to forward products across Canada at rate advantages over air express and air freight. Johnston Terminals Air Freight Service operates on a Monday to Friday consolidation, and Monday to Saturday distribution basis, from Montreal and Toronto to other major Canadian cities. A reforwarding service to other centres is also maintained. This division is a recognized I.A.T.A. Cargo Sales Agency and performs a world wide air freight service.

## HIGHWAY TRANSPORT

Daily freight service is provided to and from Vancouver Island, Calgary, Edmonton, Winnipeg and all intermediate points.

## DEMOLITION

We are equipped to demolish buildings and industrial structures of all kinds—and prepare the site for new construction. Our 65-ton cranes have proven a valuable adjunct for this work.

**SUBSIDIARY COMPANIES:** Brade Storage and Distributing Company Limited, Bray's Transfer Limited, Coast Forwarding Company Limited, Heaney Cartage & Storage Limited, Heaney Motors Ltd., Johnston Forwarding Company Limited, Johnston National Air Freight Forwarding Ltd., Johnston National Leasing Ltd., Johnston National Storage Limited, Johnston Storage Limited, Johnston Terminals Limited, J. T. Services Ltd., Manning Timber Products Limited, Merchants Cartage Ltd., Nanaimo Stevedoring Ltd., Pacific Terminals Ltd., Red Ball Limited, Shorty's Transport Ltd., Terminal Cartage Limited, Terminal Storage Limited, Transco Services Limited, United Delivery Systems Ltd., West Coast Freight Limited, Westminster Storage & Distributing Co. Ltd.